

IMPORTERS' QUESTIONNAIRE
LIGHT-WALLED RECTANGULAR PIPE AND TUBE FROM MEXICO AND TURKEY

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 23, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning light-walled rectangular ("LWR") pipe and tube from Mexico and Turkey (invs. Nos. 731-TA-1054 and 1055 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported LWR pipe and tube (as defined in the instruction booklet) from any country at any time since January 1, 2000?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

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Phone

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Fax

Email

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing LWR pipe and tube from Mexico and/or Turkey into the United States or which are engaged in exporting LWR pipe and tube from Mexico and/or Turkey to the United States?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of LWR pipe and tube?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

I-6. Please indicate the nature of your firm's importing operations on LWR pipe and tube. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)

☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

I-7. If your firm is an importer of record of LWR pipe and tube but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters LWR pipe and tube into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

I-9. Please indicate whether your firm imports LWR pipe and tube under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Olympia Hand (ohand@usitc.gov; 202-205-3182). **Unless otherwise specified, supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of LWR pipe and tube since January 1, 2000?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of LWR pipe and tube from Mexico or Turkey for delivery after June 30, 2003?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces LWR pipe and tube in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

- II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of LWR pipe and tube imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Country: _____

☐ All other sources combined¹

(Quantity in short tons, value in \$1,000)					
Item	Calendar years			January-June	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					

¹ Please identify these sources: _____² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: _____

PART III.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Clark Workman** (202-205-3248 or cworkman@usitc.gov).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A.—PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Mexico and/or Turkey during January 2000-March 2003:

Product 1.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental), carbon welded, not pickled and oiled, 2 inch square, 0.120 inch (+ or-10 percent) wall thickness (11 gauge), 20 foot or 24 foot lengths.

Product 2.—ASTM A-513 (mechanical) or A-500 grade A or B (ornamental) tubing, carbon welded, pickled and oiled, 1 inch square, 0.065 inch nominal wall thickness (+ or-10 percent) (16 gauge), 20 foot or 24 foot mill lengths.

PART III.—PRICING AND RELATED INFORMATION**Section III-A.—PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from Mexico and Turkey and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 ☐ Product 2 ☐
 Mexico ☐ Turkey ☐

(Quantity in short tons, value in dollars)		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

Note: For section III-B please indicate if your answer differs by subject country.

- III-B-1. Please describe how your firm determines the prices that it charges for sales of LWR pipe and tube (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for LWR pipe and tube imported from Mexico and/or Turkey (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what percentage of your firm's sales of LWR pipe and tube imported from Mexico and/or Turkey are on a contract (____ percent) vs. spot sales (____ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ____ percent

- III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of LWR pipe and tube? _____

- III-B-6. What is the approximate percentage of the total delivered cost of LWR pipe and tube that is accounted for by U.S. inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____ percent. 101 to 1,000 miles? ____ percent. Over 1,000 miles? ____ percent.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-7. What is the geographic market area in the United States served by your firm's imports of LWR pipe and tube from Mexico and/or Turkey?

III-B-8. What other products may be substitutes for LWR pipe and tube?

III-B-9. Describe the end uses of the LWR pipe and tube that you import from Mexico and/or Turkey. For each end use product, what percentage of the total cost is accounted for by LWR pipe and tube?

III-B-10. How has the demand within the United States (and outside the United States if known) for LWR pipe and tube changed since January 1, 2000? What were the principal factors affecting changes in demand?

III-B-11. Have there been any significant changes in the product range or marketing of LWR pipe and tube in the past five years?

☐ No ☐ Yes—Please describe.

III-B-12. Does your firm purchase or sell LWR pipe and tube over the internet?

☐ No ☐ Yes—Please describe, noting the estimated percentage of your firm's total purchases/sales of LWR pipe and tube in 2002 accounted for by internet transactions.

III-B-13. Is LWR pipe and tube produced in the United States and in other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Mexico	Turkey	Other countries
United States				
Mexico				
Turkey				
Other countries				

¹ For any country-pair producing LWR pipe and tube which is *sometimes or never* used interchangeably, please explain the factors that limit or preclude interchangeable use:

Section III-B.—PRICE-RELATED QUESTIONS—Continued

III-B-14. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between LWR pipe and tube produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Mexico	Turkey	Other countries
United States				
Mexico				
Turkey				
Other countries				

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of LWR pipe and tube, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III.—PRICING AND RELATED INFORMATION—Continued**Section III-C.—CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for LWR pipe and tube imported from Mexico and/or Turkey during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of LWR pipe and tube from Mexico and/or Turkey that each of these customers accounted for in 2002.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					